

**Supplementary Information to the Three Months of Financial Results**  
**(Apr.1, 2012-Jun. 30, 2012)**

					(Billions of yen, %)	
	1 <sup>st</sup> Quarter FY2012	1 <sup>st</sup> Quarter FY2013	Variance		1 <sup>st</sup> Quarter Plan	Variance Amount
			Amount	%		
Net Sales	32.3	<b>34.0</b>	1.7	5.2	38.1	(4.1)
Domestic	26.4	<b>29.8</b>	3.4	12.8	30.6	(0.8)
Overseas	5.9	<b>4.2</b>	(1.7)	(28.3)	7.5	(3.3)
Gross Profit on Sales	11.1	<b>11.4</b>	0.3	2.9	11.3	0.1
Gross Profit Margin	34.4%	<b>33.6%</b>	(0.8%)	-	29.8%	3.8%
Selling, General and Administrative Expenses	10.3	<b>10.2</b>	(0.1)	(0.9)	10.5	(0.3)
Operating Income	0.8	<b>1.2</b>	0.4	52.6	0.8	0.4
Balance of Financial Income	(0.2)	<b>(0.2)</b>	-	-	(0.2)	-
Other Non-operating Income	0.3	<b>0.2</b>	(0.1)	-	0.1	0.1
Ordinary Income	0.9	<b>1.2</b>	0.3	27.5	0.7	0.5
Extraordinary Gains	0	<b>0.2</b>	0.2	-	0.1	0.1
Extraordinary Losses	(0.3)	<b>(0.1)</b>	0.2	-	(0.1)	-
Income Before Income Taxes and Minority Interests	0.6	<b>1.3</b>	0.7	98.7	0.7	0.6
Income taxes	0.3	<b>0.2</b>	(0.1)	-	0.3	(0.1)
Net Income	0.9	<b>1.5</b>	0.6	52.9	1.0	0.5

**1) Comparison with the same period of the previous fiscal year**

**A. Net Sales: Increased by ¥1.7 billion (up 5.2 %) to ¥34.0 billion.**

(First quarter of consolidated domestic sales companies corresponds to Jan.-Mar.)

- Domestic sales increased ¥3.4 billion (up 12.8%) to ¥29.8 billion.  
Sales of agricultural machinery increased ¥1.1 billion as a whole as a result of the recovery from the impact of the Great East Japan Earthquake that occurred in March last year, mainly due to ¥0.7 billion increase of sales in Tohoku district and ¥0.2 billion increase of sales of OEM machinery. Sales of farming implements and parts also increased ¥0.3 billion due to the sales recovery in Tohoku district and others. In addition, there was a ¥2.0 billion increase in construction of facilities mainly caused by completion of large scale wheat dryer facility.
- Overseas sales decreased ¥1.7 billion (down 28.3%) to ¥4.2 billion  
By region, sales in China decreased ¥1.4 billion mainly due to stagnant sales of rice transplanters caused by delayed announcement of the subsidy policy. While sales for Europe decreased ¥0.6 billion due to impact of the inventory adjustment of sales agents in France, etc., sales for Asia increased ¥0.2 billion and sales for North America and Oceania remained in line with the previous year. Also, sales of parts and others increased ¥0.1 billion.

**B. Operating income: Increased ¥0.4 billion (up 52.6%) to ¥1.2 billion.****Ordinary income: Increased ¥0.3 billion (up 27.5%) to ¥1.2 billion.****Income before tax: Increased ¥0.7 billion (up 98.7%) to ¥1.3 billion.****Net income: Increased ¥0.6 billion (up 52.9%) to ¥1.5 billion.**

- Operating income increased ¥0.4 billion due to increased gross income by increased sales and reduced selling, general and administrative expenses.
- Ordinary income increased ¥0.3 billion due to increased foreign exchange losses of ¥0.1 billion in non-operating expenses.
- Income before tax increased ¥0.7 billion due to elimination of extraordinary losses related to change in the retirement benefit system that took place in the previous year.
- Net income increased ¥0.6 billion.

**2) Comparison with the plan****A. Net sales: Decreased ¥4.1 billion**

- In the domestic market, net sales decreased ¥0.8 billion due to late of sales of agricultural materials and other agriculture related products, while sales of agricultural machinery shifted almost in line with the plan.
- In the overseas market, net sales decreased ¥3.3 billion as a whole. Net sales in China decreased ¥3.1 billion mostly by the effect of delayed announcement of the subsidy policy, in spite of expected higher growth than the previous year in the plan for China. Meanwhile, net sales in Europe decreased ¥0.3 billion mainly due to inventory adjustment by the sales agents in the European market.

**B. Operating income, ordinary income and net income**

- Operating income increased ¥0.4 billion due to reduced fixed cost, expenses, etc., while gross income was reduced by decreased net sales.
- Ordinary income, income before tax and net income increased respectively, following increased operating income.

(Reference: Sales Breakdown)

				(Billions of yen)	
	1 <sup>st</sup> Quarter FY2012	1 <sup>st</sup> Quarter FY2013	Variance	1 <sup>st</sup> Quarter Plan	Variance
Agricultural Machinery	14.1	15.2	1.1	15.2	-
Parts & Farming Implements	6.0	6.3	0.3	6.4	(0.1)
Construction of Facilities	0.7	2.7	2.0	2.9	(0.2)
Other Business	5.6	5.6	-	6.1	(0.5)
<b>Domestic Sales Total</b>	<b>26.4</b>	<b>29.8</b>	<b>3.4</b>	<b>30.6</b>	<b>(0.8)</b>
North America	1.4	1.4	-	1.5	(0.1)
Europe	1.5	0.9	(0.6)	1.2	(0.3)
Asia	0	0.2	0.2	0.1	0.1
China	2.5	1.1	(1.4)	4.2	(3.1)
Oceania and Others	0.1	0.1	-	0.1	-
<b>Product Sales Total</b>	<b>5.5</b>	<b>3.7</b>	<b>(1.8)</b>	<b>7.1</b>	<b>(3.4)</b>
Repair Parts	0.2	0.3	0.1	0.3	-
Others	0.2	0.2	-	0.1	0.1
<b>Overseas Sales Total</b>	<b>5.9</b>	<b>4.2</b>	<b>(1.7)</b>	<b>7.5</b>	<b>(3.3)</b>
<b>Total</b>	<b>32.3</b>	<b>34.0</b>	<b>1.7</b>	<b>38.1</b>	<b>(4.1)</b>

## II. Revision of the Business performance forecast for the fiscal year ending March 31, 2013

- We have revised forecasts of the consolidated business performance for the second quarter (cumulative) of the fiscal year ending March 31, 2013 (April 1, 2012 – September 30, 2012) announced on May 11, 2012 as set out below.

### [Forecasts of the consolidated business performance for the second quarter (cumulative) of the fiscal year ending March 31, 2013]

(April 1, 2012 – September 30, 2012)

	Previous Forecast	Latest Forecast	Variance		(Billions of yen)	
			Amount	%	2 <sup>nd</sup> Quarter FY2012	Variance Amount
Net Sales	80.0	<b>78.5</b>	(1.5)	(1.9)	72.4	6.1
Domestic	67.2	<b>67.7</b>	0.5	0.7	61.1	6.6
Overseas	12.8	<b>10.8</b>	(2.0)	(15.6)	11.3	(0.5)
Operating Income	2.8	<b>2.8</b>	-	-	2.6	0.2
Ordinary Income	2.6	<b>2.6</b>	-	-	2.4	0.2
Net Income	1.8	<b>1.8</b>	-	-	1.8	-

#### Reasons for Revision

With respect to net sales, we have made downward revision of ¥1.5 billion in total (domestic +¥0.5 billion, overseas - ¥2.0 billion) in anticipation of lower performance than the forecasts given in the previous announcement in light of recent orders received and the trend of foreign exchange rates, etc.

At each income level, we have kept the forecast unchanged with a prospect to secure forecasted income in spite of deteriorated profitability due to reduced net sales, that will be compensated by reduction in fixed cost and other expenses, etc.

With respect to Company forex rate after the second quarter under review that provided a base for the above business performance forecasts, we have assumed ¥78 against the US dollar (changed from ¥80) and ¥96 against the Euro (changed from ¥105). With respect to forecasts of the consolidated business performance for the fiscal year, we have not made revision. We plan to revise the forecasts whenever there will be such a necessity based on assessment of the situation hereafter.

Reference: Forecasts of the consolidated business performance for the fiscal year ending March 31, 2013 (April 12, 2012 – March 31, 2013)

	FY2012	FY2013 Forecast	Variance	
			Amount	%
Net Sales	145.2	<b>153.0</b>	7.8	5.3
Domestic	123.8	<b>131.0</b>	7.2	5.8
Overseas	21.4	<b>22.0</b>	0.6	2.8
Operating Income	4.2	<b>4.6</b>	0.4	8.7
Ordinary Income	3.9	<b>3.9</b>	-	-
Net Income	2.7	<b>2.7</b>	-	-

(Note) The above business performance forecast has been produced based on information presently available. It is possible that in the future actual results may differ from the anticipated figures for a variety of reasons.